

## Message Text

UNCLASSIFIED

PAGE 01 STATE 251343

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ORIGIN COME-00

INFO OCT-01 NEA-10 EB-07 ISO-00 /018 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU:SIA

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P 222152Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY DOHA PRIORITY

UNCLAS STATE 251343

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJECT:REQUEST FOR CONSULTANT IN PLASTICS INDUSTRY

REF: A) DOHA 1092; B) STATE 184056; C) DOHA 0711

1. FOLLOWING RECEIPT REF A, JACO0S ENGINEERING AND CONTINENTAL CAN WERE CONTACTED. NEITHER COMPANY WAS INTERESTED. PROJECT WAS MENTIONED DURING COURSE OF RECENT DISCUSSIONS WITH SEVERAL COMPANY REPRESENTATIVES. LUMMUS CO. AND KEARNS INTERNATIONAL ARE INTERESTED IN TALKING WITH AL-MANA.

2. KEARNS INTERNATIONAL IS INDUSTRIAL PROJECT DEVELOPMENT COMPANY. CONTACTS INCLUDE COMPANIES WHICH MAKE VARIOUS TYPES OF PRODUCTS AL-MANA HOPES TO PRODUCE. BEFORE TAKING ACTION, HOWEVER, COMPANY WOULD NEED CONSIDERABLE MORE DETAIL ON WHAT AL-MANA HAS IN MIND. IF HE IS COMING TO U.S. TALKS COULD BE HELD DIRECTLY, INCLUDING VISITS TO COMPANIES, OTHERWISE KEARNS WILL BEGIN MAIL CORRESPONDENCE.

3. LUMMUS CO. HAS RECENTLY REORGANIZED AND SET UP GROUP TO GO AFTER SMALLER PROJECTS - SMALLER THAN LARGE PETRO-CHEMICAL REFINERIES, ETC. COMPANY WOULD ALSO LIKE TO GET UNCLASSIFIED

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IN TOUCH WITH AL-MANA.

4. PROBLEM WITH AROUSING INTEREST IN T;IS PROJECT  
APPARENTLY DUE TO MISSPECIFICATION OF TYPE OF ORK  
INVOLVED. JOB SEEMS TO BELONG TO COMPANY WHICH OWNS AND  
OPERATES THIS TYPE PLANT RATHER THAN TO CONSULTANT OR  
OVERALL ENGINEER. LUMMUS IS IN POSITION TO DO PLANT  
DIRECTLY; AND KEARNS WILL ORGANIZE COMPANY OR GROUP OF  
COMPANIES TO PROVIDE PLANT.

5. BOTH COMPANIES WOULD PREFER TO TALK TO AL-MANA  
DIRECTLY IF HE IS COMING TO U.S. OTHERWISE BOTH WILL  
BEGIN CORRESPONDENCE IMMEDIATELY. EMBASSY PLEASE ADVISE  
WHETHER HE IS STILL INTERESTED AND HOW HE WISHES TO  
PROCEED. INGERSOLL

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